As Info . . .

ROU Briefs 6/29/95

For: AVP/RM/RSM/ROM/CAM/RMM

FSC-107-A

Contents:

- **Four-Row Gravity-Fed Private Label Card (Item #492392) Available**
- **DORAL PPD Lights**
- **Surplus Norands to Fastech**
- **Temporary Payment System**
- **Military Price List**
- **Stolen Handheld Equipment Reward**
- **New Price Gap Sample**

✈ **FOUR-ROW GRAVITY-FED PRIVATE LABEL CARD (Item #492392) AVAILABLE.....**Four-Row Gravity-Fed Private Label Card (item #492392) is available. Sku packing is 1 per . Large pack replica decals must be ordered in conjunction with these, as they are blank like all other private label POS (featured in Forsyth Tobacco Planning Guide).

✈ **DORAL PPD LIGHTS.....**Lighting is now available for the Doral PPD 6 and 9 Tray Displays. Due to the budget impact, it is suggested these lights be used only in the heavy up market retail store opportunities. The Doral PPD Lights can be ordered in the normal manners in SMS through function 402. The Doral Lights are not allocated.

ITEM #	DESCRIPTION	SKU COST	COMMENTS
487541	Doral 3 Tray Light Fixture	18.50	Used with the 9 Tray Doral PPD #484001
487535	Doral 2 Tray Light Fixture	18.50	Used with the 6 Tray Doral PPD #484010

Program Contact: Andrea Lewis, Ext. 3305

✈ **SURPLUS NORAND TO FASTECH.....** The response to our request in sending back surplus Norands to Fastech was good and we do appreciate your follow through. We want to ask again that all Norand equipment (handhelds, modems, etc.) that is not being used or that is inoperable to be returned to Fastech. Following are the instructions for that process.

Please securely pack all equipment in a box and call **1 800 ROAD PAK (1-800-762-3725)** and tell them that you want to issue a **"Call Tag"** and then give them the account number of **194569**. RPS will then get the address of where they will pick the shipment up and deliver the equipment to Fastech at the following address:

Fastech
Attention Service Center
450 Pkwy Dr.
Broomall, PA 19008

Property accounting will need to be adjusted for all equipment returned.

Contact Sharon Korczyk at ext. 2934 or Vanessa Perry at ext. 6113 with questions.

✈ **TEMPORARY PAYMENT SYSTEM (TPS).....**
The Temporary Payment System (TPS) has new approval limits built into the system. These new limits will permit payments within the amounts outlined below to be entered into the TPS system on the office PCs. This will ensure that Promotion Performance Tracking can capture this activity by account and geography. The supporting documentation will still need to be forwarded to the proper approval level so that person can approve payments on-line in the system. The approval levels in TPS are as follows:

	Retail Promotions	Contract Displays
ROM	< $50,000	< $10,000
RM	> $50,000 and < $150,000	> $10,000 and < $25,000
AVP	> $150,000 and < $250,000	> $25,000 and < $75,000
VP	> $250,000 and < $750,000	> $75,000 and < $1,500,001
Ex.VP	> $250,000 and < $1,500,001	> $75,000 and < $2,000,001

If you have any questions please contact Andi Bellis at extension 3628.

✈ **MILITARY PRICE LIST.....**A military price list was sent this week to our military customers, military managers and to Region and ROU Managers as information.
Contact: John Olenick, Ext. 6112

51846 9408

Source: https://www.industrydocuments.ucsf.edu/docs/hnjy0000

✈ **STOLEN HANDHELD EQUIPMENT REWARD.....**
Recently there have been some Division Managers who have tried in good faith to recover stolen handheld equipment by granting discretionary rewards. Please use the following reward amounts and procedures when any handheld device has been stolen and is returned for a reward:

- Reward amounts are: Poqet - $100, Coupon Printer - $50, Norand - $50
- The ROU is to write a voucher using GL code 04 88 0000 9922 853
- Submit the voucher to Frank Beck for approval

If at all possible, it is preferred that the check be issued to the person who is requesting the reward along with the person's social security number or 1099 information for tax purposes. If this is not possible due to extenuating circumstances, the Division Manager can pay the reward out of their pocket and request reimbursement. If you have any questions please contact Sharon Korczyk at ext. 2934

✈ **NEW PRICE GAP SAMPLE.....**Effective Monday, July 3, 1995, a new set of SIS accounts will be targeted for the Price Gap questions. It is recommended that you notify your Sales Representatives through voice mail that a different set of accounts will be targeted with the Price Gap questions.

Also available July 3rd, is a "new" way of retrieving the accounts in SIS so you can provide a printed Scroll List for your Sales Representatives:

- From the Master List menu select Retrieve a Retain List (M04)
- Type in TSAE in the User field and press ENTER
- Select MRSPRICE and press ENTER
- From the M03 screen press the F1 key to return to the Master List Selection Screen (M01)
- Type an "I" to intersect at the bottom right corner of the screen and press ENTER, which will give you a list of all Price Gap accounts in your region
- From the Scroll List Screen (M03) you can run a Scroll Master Worksheet and distribute by territory

Contacts: Survey (General) - Ed Hardman, ext. 7574
SIS Functions - Danny Huneycutt, ext. 1563

R. J. REYNOLDS TOBACCO COMPANY

51846 9409

Source: https://www.industrydocuments.ucsf.edu/docs/hnjy0000